



FortiWireless Specialist Program

Differentiate your offering, and enhance both your visibility and expertise in the Wireless market with the FortiWireless Specialist Program.





**FORTIWIRELESS
SPECIALIST**

Become a FortiWireless Specialist

Fortinet's FortiWireless Specialist Program enables Gold, Silver, and Bronze+ Reseller Partners to become a certified Specialist in Fortinet's Wireless Solutions.

Fortinet Partner Technology Specializations

How the Program Works

There are two main requirements for being eligible for the FortiWireless Specialization Program: The program is reserved for Gold, Silver and Bronze+ Reseller Partners, and the Partner must have at least one trained and certified FCWLSP (Fortinet Certified Wireless Security Professional) Engineer on site.

Upon meeting these two criteria – an annual sales target and joint marketing plan must be defined. After review and acceptance of this information, FortiWireless Specialist status is granted. Becoming a FortiWireless Specialist offers your company a clear means of differentiation and enhanced visibility to customers. Partners gain access to the highest FortiPartner discounts available on FortiWifi and FortiAP products and services.

Contact your local Fortinet Office or international_partners@fortinet.com for more information or to enroll.

 FORTIWIRELESS SPECIALIST	
BENEFITS	REQUIREMENTS
 SALES Benefit from the highest recommended discounts for the associated product family*	 SALES Provide annual sales revenue target
 MARKETING Highlighted status on Fortinet.com Partner Locator Use of the Wireless Specialist logo for marketing and promotional activities Subscription to specific lead generation campaigns for FortiAP and FortiWifi product families Benefit from marketing programs, promotional campaigns and a dedicated press release Eligible for joint marketing activities Receive 'Insider' e-communication with exclusive information on FortiAP and FortiWifi	 MARKETING Active promotion of Fortinet technology specialisation on company website Proactive development of customer testimonials Provide quarterly marketing plan for business development of FortiAP and FortiWifi product families* Conduct a minimum of one co-funded lead generation activity every six months for FortiAP and FortiWifi product families
 SUPPORT Direct access to Level 2 Technical Support if FortiGate Certified <ul style="list-style-type: none">Via phone using a personalised PIN codeVia Partner Portal	 SUPPORT Minimum of one certified FCWLSP engineer on site Provide Level 1 and Level 2* support for FortiAP and FortiWifi

* Level 2 support is defined as in-depth debugging and problem analysis requiring advanced product knowledge, in particular the capability to perform root-cause diagnostics, either within a live network or static lab environment.

Fortinet provides unprecedented wireless security solutions for your customers

Highly secured, Unified Access Layer architecture, single pane of glass management, lower TCO.

Fortinet reduces your WLAN risk with a comprehensive, integrated security solution for your wireless and wired networks. Wireless networks are a significant source of risk for most enterprises, due to the lack of robust security technologies and the use of a separate security infrastructure for wireless networks. We integrate all wired and wireless traffic into a single FortiGate security platform, giving you unmatched visibility and control of all network threats.

FortiWireless provides the industry's lowest price-to-performance/security ratio including BYOD management, with no license feature mechanism, to reduce at best the total cost of ownership.

Single Platform

The FortiGate consolidated security platforms can act as wireless controllers, significantly reducing the cost and complexity of deploying secure WLANs. FortiGate platforms enable the integration of both wired and wireless traffic into a single management console, giving you a "single pane of glass" management interface of your network.

Secure Business Grade Wireless

FortiAP wireless access points are enterprise class, controller-managed devices that extend FortiGate consolidated security functions to your wireless networks. Each FortiAP access points tunnels all of its traffic to the wireless controller integrated into FortiGate platforms, providing a single console to manage both wired and wireless network traffic.

Bring Your Own Device

The Fortinet Secure Business Grade Wireless allows the setting of firewall policies based on the device and Operating System type.

PCI DSS Compliance

Rogue APs can pose a threat to your internal network by creating a leakage point where a malicious user can steal confidential, regulated, or proprietary data. For this reason, industry policies such as PCI-DSS mandate the regular scanning for suspicious or unknown APs.

Fortinet Partner Technology Specializations



Technology Specialization is available to Fortinet Gold, Silver, and Bronze+ partners in three product families: FortiMail, FortiWeb, and FortiWireless (FortiAP and FortiWifi). These specializations enable partners to access the highest level of discount available for these specific product families, and are designed for Partners who have a clear commitment to offering the Fortinet product range associated with the each security solution.

Highest Level of Specialization - Fortinet Partner of Excellence



The Partner of Excellence is the highest level of Fortinet specialization, and available exclusively to Gold and Silver Partners that are FortiGate Certified*. These exemplary Resellers have successfully earned the FortiMail Specialist, FortiWeb Specialist and FortiWireless Specialist recognitions and are viewed as a top choice for comprehensive technology projects across all of Fortinet's product lines.

*Must have the required number of FCNSPs for Partner Level.



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